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### Bio for Steven H. Ganster

Steve Ganster is Managing Director of Technomic Asia, based in Shanghai. He has over 27 years in international market strategy consulting, primarily in Asia. He has assisted over 160 multinational firms (see below) in their assessment of opportunities in Asia and their resultant business strategy development. Mr. Ganster has broad industry experience including automotive, building materials, FMCG, chemicals, healthcare, packaging and many other industrial sectors. From bases in Singapore and Shanghai, he has worked in China and supervised Technomic's office in Shanghai for over 15 years. Mr. Ganster's expertise is focused on helping companies develop growth initiatives to profitably enter or expand in new markets, either through organic strategies or acquisitions/alliances. He is author of the recently published book, "The China Ready Company".

Prior to joining Technomic in 1978, he worked for Sullair Corporation, a division of Sundstrand, in international marketing and sales. Mr. Ganster has an MBA from the Thunderbird, the Garvin School of International Management in Arizona.

Representative clients Steve has assisted...

3M	Ford Motor	PPG Industries
Abbott Labs	Gates Rubber	Rhodia
AC Delco	General Mills	Rhone Poulenc
Armstrong Industries	Handy & Harman	Roche
Berwind Industries	Indian Head Industries	Sara Lee
BGF Industries	General Motors	Schering Inc.
Boots Healthcare	Goodman Fielder	Schneider Electric
Bristol Myers Squibb	Grote Industries	Schroders Capital
Brunswick Corporation	Kanematsu Goshō	SKF
Caterpillar	Mitsubishi Kagaku	Springs Global
Citibank	Motorola	Transitions Optical
Delphi Auto	Nextec	Unilever
Dow Chemical	Paktank	Valeo
Dow Corning	Pentair	Weber-Stephen
DuPont	Perdue Farms	Williams Controls
Emerson Electric	Pillsbury	Woodward Controls
Fellowes	PPM Ventures	World Kitchen
FireKing Security	Praxair	X-Rite
Follet	Premark Int'l	Yakult Honsha